



**56 STUTSON STREET
REQUEST FOR PROPOSALS**

City of Rochester, Economic Development Dept., December 15, 2003

STUTSON STREET FIREHOUSE

Request For Proposal

I. PURPOSE

With \$71 million in new investment envisioned for the Port of Rochester, unprecedented opportunities exist for waterfront development by the private sector. Public improvements at the port include street reconstruction, creation of new streets, pedestrian amenities, construction of a new bridge spanning the Genesee River, construction of a riverfront promenade, and the development of a transient boat marina. The most anticipated element of the port redevelopment is the high-speed ferry service between Rochester and Toronto, Canada.

The enhanced development of the port area is a high priority for the City of Rochester. The development is being guided by nearly two decades of planning as reflected in the Local Waterfront Development Plan (LWRP) and the Renaissance 2010 Plan. Both plans include recommendations to transform our extensive and unique waterfront resources, historic and cultural assets into a regional tourism destination that maximizes economic, environmental and recreational benefits for the whole community.

Consistent with these plans and in response to related development initiatives, the City's Economic Development Department is accepting proposals for purchase and development of the Stutson Street Fire House project. The project will involve the following components:

- A. Acquisition of the property/ability to finance project;
- B. Planned use of the building;
- C. Renovation plans for the building.

The respective responsibilities and obligations on the part of the City and the Developers are described in detail in the following pages.

II. OVERVIEW

A. LOCATION

Port of Rochester

The port of Rochester is located in the Charlotte neighborhood of the City of Rochester where the Genesee River empties into Lake Ontario.

The Charlotte neighborhood is bordered on the west by the Town of Greece and on the east by Genesee River and the Town of Irondequoit.

Project Area

The project area is bordered on the south by Stutson Street, to the west by a public parking lot and to the north and east by private property. Attachment A shows the location of the Fire House building at 56 Stutson Street.

B. PORT OF ROCHESTER REDEVELOPMENT

Port Redevelopment Project

The Rochester region has always understood that a significant historic, recreational, and economic resources exists where the Genesee River meets Lake Ontario. It is the goal of the City to make the Port of Rochester a unique destination point that will attract local residents and visitors, from the northeast United States and Canada. The port area is a much different place than it was 100 years ago when it was known as the Coney Island of western New York. During that time, "Charlotte" beach attracted visitors from all over western New York and as far away as Detroit, New York City, Boston, Chicago, and St. Louis. Today, Charlotte is mainly enjoyed by local residents. Development in the port area has been sporadic and relatively stagnate over the past 50 years. Vacant and underutilized land is prevalent, especially along the river.

Mayor William A. Johnson, Jr., has made it a priority that this important resource be developed to its fullest potential. Once the wave surge protection project was completed at the mouth of the Genesee River, enabling development along the east and west riverbanks, the City of Rochester moved forward with preparing a redevelopment plan for the port. Bergmann Associates was hired by the City to prepare a concept plan that would include the opportunity to accommodate ferry vessels. Once the concept plan was complete, the City hired a consultant team, headed by LaBella Associates, to take the plan to the next level.

Several of the plan elements have been completed such as the reconstruction of Lake Avenue, Latta Road, and the existing River Street, and the closure of Beach Avenue east of Lake Avenue. The many streetscape amenities that are included in the street projects are stamped concrete sidewalks, decorative lighting and signage, enhanced pedestrian crosswalks, kiosks and benches.

III. OTHER DEVELOPMENTS IN SURROUNDING AREA

A. Charlotte Harbortown Planning and Development Advisory Committee

To help coordinate and guide the planning, design and implementation of the port project, the Mayor has convened a committee including representatives from local government, Charlotte businesses and neighborhood leaders, and Sector representatives. The Committee has prepared a report summarizing the findings of three sub-committees. Specifically, the report addressed public safety, maintenance and operations, and economic development. The Economic Development Sub-Committee sponsored a “visioning” workshop with the stated purpose of identifying “opportunities”, issues and a vision for development of the Charlotte harbor by the private sector. A copy of the workshop findings are available at City Hall, Room 005A.

B. Fast Ferry Project

Canadian American Transportation Systems (CATS) is initiating a high speed ferry service between Rochester and Toronto in the Spring of 2004. The service may eventually include 2 vessels capable of carrying up to 750 passengers and 187 vehicles each. It has been proposed that the service operate 365 days a year with 3 round trips being made daily by each vessel. Travel time across the lake will be approximately 135 minutes. During the initial years of operation, the high speed ferry service will operate from temporary facilities located at the north warehouse building in the immediate port area. A world class ferry terminal is under construction and will be completed in 2004.

C. O’Rorke Bridge Construction Project

The State of New York and Monroe County DOT have begun construction of a new bridge spanning the Genesee River. Located just south of the existing Stutson Street Bridge, the O’Rorke Bridge will align with the Lake Ontario State Parkway. It is anticipated that the new bridge will open in 2004, and the Stutson Street Bridge removed soon after.

D. City of Rochester Local Waterfront Revitalization Program

The City of Rochester has recently updated the Local Waterfront Revitalization Plan (LWRP) and it will be submitted for approval in early 2004. The port area is identified as Focus Site No. 1 and sets forth a number of policies, strategies, and actions designed to make the port a regional tourist destination point.

E. Town of Irondequoit: Pattonwood/Stutson Street Area Development Plan, May 1999

The Town of Irondequoit has prepared a redevelopment plan for the east side of the Genesee River. This area is known as the community of Summerville. The plan includes proposals for retail, restaurant, commercial and hotel development. It is anticipated that implementation of this plan could begin within several years. A copy of the plan is available from the Town of Irondequoit.

IV PROJECT COMPONENTS

FIRE HOUSE BUILDING

The fire house building is currently zoned H-V Harbortown Village District. Zoning details for this area are available in the Zoning Dept. @ City Hall. The Firehouse is within the area addressed in the Local Waterfront Revitalization Plan (LWRP) which is currently being revised. These uses include retail, restaurant/bar, tourist related center, or combination thereof. Further information regarding the LWRP can be obtained in the Planning Dept. @ City Hall. The Developer of the fire House building should try to capitalize on the potential tourist market.

A. Sale of the Fire House Building

The City owns 56 Stutson Street and will sell the property. The appraised value and asking price is \$35,000.

1. Location

56 Stutson Street is located on the north side of Stutson Street between Lake Avenue on the west and River Street on the east. Land use within the neighborhood consists of a combination of residential and commercial structures. Commercial uses predominate on the north side of Stutson Street with several residential dwellings located on the south side of Stutson Street. There are two churches located at the southeast corner of Lake Avenue and Stutson Street. There is a New York State Department of Transportation (DOT) owned parking lot with a masonry retaining wall adjacent to the firehouse.

Commercial uses continue along both sides of Lake Avenue between Stutson Street and Ontario Beach. River Street extends north off Stutson Street parallel to the Genesee River ending two blocks north. Land use along the river frontage includes the Pelican Bay Marina with city-owned dockage available along the east side of the river. Private marinas also exist south of the Stutson Street Bridge as well as on the east side of the Genesee River.

2. History and Current Use

The fire house was constructed circa 1911. The City of Rochester Fire Department occupied the building until 1963, when it was then occupied by Rochester Hands (a community center). Sometime between 1988 and 1994 the property was occupied by the Retired Rochester Firefighters. By 1997, the building was vacant and boarded up.

3. Site and Building Description

The site is rectangular in shape containing 64.74' fronting along the north side of Stutson Street, 65.44' rear, extending to a depth of 101', containing 6,574 square feet. The subject building occupies most of the site leaving a small level drive along the east side of the building. The building footprint is 80' by 40' square feet. The exterior has a brick veneer with a gable roof covered with asphalt shingles. Windows are double hung.

There are two overhead doors located in the front, however, both doors need replacement. Several of the double hung windows are broken. The second story of the building has extensive fire damage in the floor of the southwest corner and there is a hole through the roof. The entry door at the southeast corner of the building was also damaged recently by vandals. The interior of the building is mostly open on the first floor with the rear section of the building containing several partitioned rooms. Likewise, the second floor consists of two large open rooms with a partially partitioned area separating the rooms.

The structure also contains a full basement. The boiler located in the basement is presumed to be inoperable. In its present condition, the building represents a shell that would require extensive interior and exterior renovation.

4. Parking

There is insufficient parking on the premises. However, there is a State DOT owned, public parking lot adjacent to the Fire House. This was developed to remediate the loss of parking for the two church properties located on Lake Ave/Stutson St, adjacent to the new O'Rourke bridge.

5. Liquor License

There is a church located directly across the street. If liquor is to be served at the proposed business located at 56 Stutson Street, State law requires a minimum of 200 feet between the entrance of the restaurant/bar and the entrance to the church. This may require having a side entrance to the business at 56 Stutson Street. Another option is to obtain a letter from the Church stating they have no objections.

6. Phase I Environmental Site Assessment

A Phase I Environmental Site Assessment was conducted by Sear-Brown in July, 2001 and is available from the City Economic Development Dept. (Room 005A) upon request.

7. Hazardous Materials

A Phase II Environmental Assessment and Limited Asbestos Survey was completed by Sear Brown in October, 2001 and is available from the City Economic Development Dept. (Room 005A) upon request. Fill and vent pipes associated with the fuel oil ASTs were observed protruding from the exterior of the building's western side. There was also a 275-gallon used oil AST observed leaning against the northwest exterior corner of the building. This waste oil AST appeared to belong to the owner of the northern adjacent property, however, a portion is located on the 56 Stutson Street property.

8. Asbestos

Suspect asbestos-containing materials (ACBMs) associated with the building included floor tile and associated mastic, roofing, plaster and wallboard materials. While the observed suspect materials were in fair to good condition at the time of the July 2001 site visit, given the pre-1979 construction date of the building, it is possible that the above mentioned materials contain asbestos. Verification of asbestos content is only possible by conducting a building material sampling and analysis program.

The required removal of hazardous materials includes possible asbestos from within the building and several tanks. The estimated cost for the removals is \$20,000.00. Copies of the report are available at City Hall, room 005A.

9. Developer Responsibilities

Listed below are the responsibilities of the Developer in regards the fire house building:

- Complete environmental remediation of the building.
- Complete structural repairs to the building.
- Complete all interior and exterior improvements to the building.
- Obtain all necessary approvals needed for renovation and occupancy of the building.
- Open a business within the firehouse building that is consistent with the LWRP and the City's goals for the area.
- Obtain all financing relating to the renovation of the building and establishment of the business.

V. APPROVALS

The project will require a number of approvals from the City of Rochester. The project is located in the Harbor Village District. At a minimum, the following City approvals will be required;

- Site Plan Review
- Certificate of Zoning Compliance
- City Council Approval for Sale of the Property
- Other associated building permits

VI. DEVELOPER REQUIREMENTS

The proposals being submitted must demonstrate a well-planned and detailed development program, financial strength to undertake the project, and the ability to manage the various operational components.

The minimum items that must be submitted for consideration for the Stutson Street Fire House project are listed below. The City recognizes that many details of the project are subject to negotiations with the City and various approval agencies. Therefore, for the purposes of evaluating the proposals, the assumptions used for creation of the financial data (maintenance expenses, pro formas, and revenues) should be clearly stated.

A. PROJECT SUMMARY

1. Narrative summarizing the overall proposal
2. Conceptual drawings giving an architectural and urban design sense for the proposed development
3. Proposed use or uses by square footage

B. SOURCE AND USE OF FUNDS

1. Cost estimates, with assumptions, providing as much detail as possible such as construction, professional fees (architect, engineer, etc.), tenant build-outs, and financing fees.
2. Source of funds to undertake and complete the project including bank participation, owner equity, and any other source that may be utilized. For each funding source, the following should be included: amount, interest rate, term and any special loan covenants/requirements. The proposed financing arrangements should be verified by a letter from the financial source institution indicating the project has been reviewed and the source/institution is willing to favorably consider a loan application to finance the project.

C. BUSINESS PROPOSAL

1. Business Plan including, description of the business concept, market analysis, product pricing, organization plan detailing owner entity (LLC, Partnership, etc.), projected job creation, estimated wages, and a financial plan including 10 year pro forma showing revenues, expenses by type, net operating income, debt service and assumptions used in the preparation of the pro forma.
2. If the developer (perspective property owner) is renovating the building for lease to a tenant, a business plan for tenant must also be submitted.
3. Project schedule including funding commitments.

D. ISSUES AND CONCERNS

The proposals should identify any issues or concerns in relation to the project. Any financial assistance requested from the public sector should be presented in detail. If requesting public assistance, the proposals should demonstrate a need for the assistance through the cash flow, the pro forma and projected rate of return for the Developer.

E. PROJECT TEAM & EXPERIENCE

- 1) Identify primary project participants (e.g., developer, architect, engineer, business owner if not developer).

- 2) The proposals should include a summary of the experience of the project team as it relates, if applicable, to the following:
- Rehabilitation of historic structures
 - Adaptive reuse of buildings
 - Property management
- 3) Provide a summary of past projects that the developer has been involved with and how that experience will be useful in undertaking the firehouse project.

VII. PROPOSAL SUBMISSION

- A. No less than 6 complete copies of proposal shall be submitted by 4:00 p.m., February 27, 2004 to:

Fashun Ku, Commissioner
Economic Development Department
City Hall, Rm. 005A
30 Church Street
Rochester, New York 14614

- B. A \$100 refundable deposit in the form of a certified check or money order made payable to the City of Rochester.

- C. The successful bidders will be required to deposit 25% of the purchase price plus an in-lieu of tax payment for future City taxes within three (3) business days of the City's written notification of acceptance.

VIII. PROPOSAL EVALUATION

Priority will be given to those proposals that include uses that are for-profit and commercial/mixed-use. The criteria listed below will be used to evaluate the proposals.

- A. Understanding of the project
- B. Experience
- Developer's experience and success with similar projects including:
 - waterfront commercial development
 - property leasing and management (if the developer is not the business owner)
 - Experience of key personnel involved in the project
- C. Quality of the Development Program
- Proposed renovation plan of the fire house building
 - Overall site plan
- D. Operating Plan
- Proposed fire house use and business plan
- E. Project Financing
- Ability to secure the project funding

IX. PROPERTY SHOWING


The property will be shown on the following dates:

Monday, December 29, 2003,	2:00 p.m. to 4:00 p.m.
Wednesday, January 7, 2004,	11:00 a.m. to 1:00 p.m.
Tuesday, January 13, 2004,	9:30 a.m. to 11:30 a.m.



ATTACHMENT A

STUTSON STREET FIREHOUSE RFP

 Location of 56 Stutson Street



